



# North Country Ag Advisor

[www.nnyrap.cce.cornell.edu](http://www.nnyrap.cce.cornell.edu)

*"Your trusted source for research-based knowledge"*

## THIS THE LAST FREE ISSUE OF THE PAPER VERSION OF THE NORTH COUNTRY AG ADVISOR.

Staying in touch with you is important to us, however, our budget will not support mailing over 1000 paper newsletters each month. To continue receiving the North Country Ag Advisor newsletter, please consider the following 2 options:

Subscribe to the electronic version of the North Country Ag Advisor – it's free. Simply send an email to Tatum Langworthy at [TLM92@cornell.edu](mailto:TLM92@cornell.edu). In the email indicate which email addresses you'd like us to send the electronic version of the newsletter too. Simple.

Purchase a 2017 subscription for the paper version of the North Country Ag Advisor for the low cost of \$15. Return the form below, along with a check or money order for \$15, to Tatum Langworthy, Cornell Cooperative Extension, NNY Regional Ag Team, 203 North Hamilton Street, Watertown, NY 13601. We'll send you the newsletter each month during 2017. Subscriptions expire with the December 2017 issue.

Name \_\_\_\_\_

Farm Name \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Zip code \_\_\_\_\_

Phone number \_\_\_\_\_



**Cornell University**  
**Cooperative Extension**  
**North Country Regional Ag Team**

**March 8, 2017**

Farm Transfer and Estate Planning  
10-3pm Mo's Pub & Grill

**March 9, 2017**

North Country Grazing School  
6-10pm CCE Essex Co. 3 Sisco Street, Westport

**March 10, 2017**

Winter Dairy Management  
10-3pm Farm Credit East, Burrville

Kitty O'Neil  
Field Crops & Soils  
315-854-1218  
kao32@cornell.edu



Michael Hunter  
Field Crops & Soils  
315-788-8450  
meh27@cornell.edu



Kim Morrill  
Dairy Management  
603-568-1404  
kmm434@cornell.edu



Lindsay Ferlito  
Dairy Management  
607-592-0290  
lc636@cornell.edu



Ron Kuck  
Livestock  
315-788-8450  
rak76@cornell.edu



Betsy Hodge  
Livestock  
315-379-9192  
bmf9@cornell.edu



Kelsey O'Shea  
Ag Business Management  
315-379-9192  
kio3@cornell.edu



Tatum Langworthy  
Sr. Administrative Assistant  
315-788-8450  
tlm92@cornell.edu



## Ag Advisor

Cornell Cooperative Extension of  
Clinton, Essex, Franklin,  
Jefferson, Lewis, St. Lawrence  
Counties

Ag Advisor is published by the  
NNY Regional Ag Team collaborating with Harvest NY

Layout/Design: Tatum Langworthy

Anika Zuber  
Dairy Processing  
585-813-3539  
adz8@cornell.edu



Mackenzie Waro  
Livestock Processing and Marketing  
607-287-1292  
mlw55@cornell.edu



Lindsey Pashow  
Ag Business and Marketing  
518-569-3073  
lep67@cornell.edu



## Table Of Contents

Solution for Beetle Pest in Northern NY May Help Control Corn Rootworm	3
Trees and Threes	4
Euthanasia in Dairy Cattle	6
Farm Finance 101	8
Dairy Beef Quality Assurance	10
North Country Grazing Schools are Back	13
What can I Expect from a Freezer Lamb	14
Upcoming Events and Programs	Back Cover

Contact us directly through our website:  
<http://nnyrp.cce.cornell.edu/>

## Our Mission

"The Northern New York Regional Ag Team aims to improve the productivity and viability of agricultural industries, people and communities in Jefferson, Lewis, St. Lawrence, Franklin, Clinton, and Essex Counties by promoting productive, safe, economically and environmentally sustainable management practices, and by providing assistance to industry, government, and other agencies in evaluating the impact of public policies affecting the industry."

---

# Field Crops and Soils

---

## Solution for Beetle Pest in Northern NY May Help Control Corn Rootworm

*Submitted by Kara Dunn, NNYADP Publicist*

A management solution developed with funding from the farmer-driven Northern New York Agricultural Development Program for controlling one field crop insect pest may also help corn growers protect their crop from another.

The protocol for applying biocontrol nematodes to manage alfalfa snout beetle shows potential for managing corn rootworm, says research leader Cornell University entomologist Elson Shields.

Biocontrol nematodes are microscopic worms that eat the larva of alfalfa snout beetle, thereby reducing beetle populations to less damaging levels in alfalfa crops. Shields says his research in Northern New York indicates the nematodes persist at effective populations, or can even increase, over multiple years, even when the field is rotated to corn or soybeans for 4 to 5 consecutive years.

"We are seeing an increasing biocontrol nematode population when the field is rotated to corn, strongly suggesting the nematodes are reproducing in corn rootworm, which is attacking the corn. An associated study initiated in 2014 at the Cornell Musgrave Research Farm demonstrated nematodes applied there persisted in continuous corn until 2016, at a level to completely protect non-Bt rootworm corn at the same level as rootworm Bt corn," Shields notes.

The farmers who prioritize on-farm research for Northern New York Agricultural Development Program grant funding want to know if the impact of biocontrol nematodes on corn rootworm may be significant enough to eliminate the need for Bt-rootworm corn seed or soil insecticide.

Bt corn seed is genetically modified to express one or more proteins from the bacterium *Bacillus thuringiensis* that is poisonous to certain insect pests and is used in organic production systems.

The potential for corn rootworm resistance to Bt corn is increasingly a concern for agricultural producers, as is the cost of Bt corn seed, making the potential use of biocontrol nematodes to manage corn rootworm particularly appealing.

Grant funding from the farmer-driven Northern New York Agricultural Development Program enabled research plots in 2016 to evaluate the effectiveness of biocontrol nematodes on corn rootworm at Morning Star Farms in Smithville, NY. Results are not expected until the end of the 2017 growing season as corn rootworm becomes a pest of corn starting in year 2.

Farmers interested in applying biocontrol nematodes on alfalfa crops will find a how-to manual on the Northern New York Agricultural Development Program website at [www.nnyagdev.org](http://www.nnyagdev.org).

The farmer-driven Northern New York Agricultural Development Program is a research and technical assistance program serving Clinton, Essex, Franklin, Jefferson, Lewis, and St. Lawrence counties. Funding for the Northern New York Agricultural Development Program is supported by the New York State Senate and administered through the New York State Department of Agriculture and Markets.

**Becky Worley**  
NACHURS Marketing Coordinator

**NACHURS**®  
PHONE (740) 382-5701 x233  
TOLL FREE (800) 622-4877  
421 Leader Street  
Marion, OH 43302  
[worleyb@nachurs.com](mailto:worleyb@nachurs.com)

visit us online:  
[www.nachurs.com](http://www.nachurs.com)

bio-K  rhyzo-LINK™ 



# Trees and Threes

By Paul Hetzler, CCE St. Lawrence County

Late winter is the optimal time to prune trees, as far as their health is concerned. During the weeks leading up to bud break, trees' chemical defense systems are waking up, even though the trees themselves are still dormant in terms of new growth. Pruning is both a skill and an art, and must be learned in that order. Proper equipment and a few guidelines are needed to master the skill; the art will come with experience.

If you had to shovel the driveway with a spatula, you'd soon despair. By the same token, pruning with cheap tools is agony. A high-quality hand saw and bypass-type hand pruners are essential, and a good lopper is a welcome bonus. Good tools will last a lifetime, and you'll be amazed at the difference they make. Unless you're near an urban area, though, you'll probably have to order online—just search for 'arborist pruning tools.'

Trees and threes seem to go together. You might say pruning starts in "3-D," because removing dead, damaged, and diseased branches is the first order of business. When it comes to live, healthy wood, no more than one-third of the branches should be removed during any pruning cycle, which is typically three years for shade trees. Young trees can tolerate heavier pruning, while older ones need a light touch.

Once the 3-Ds are out of the way it's usually easier to see what else needs attention. If you find crossing and rubbing branches, take the less desirable of the two. Whenever possible, favor wide branch-to-trunk attachments over narrow ones, which are more prone to breakage. In most cases, branches are pruned back to the trunk, although sometimes pruning back to a side branch is preferred for aesthetic reasons. When doing so, make sure that side branch is at least one-third the diameter of the branch you remove.

Another rule is that two-thirds of a tree's leaf area should be in the lower half of the crown. Lower branches are essential. It seems hard to believe, but on hot summer days the leaves in the upper canopy actually get so hot they can no longer photosynthesize. But the shaded lower branches are able to still carry on essential tree business until things cool down for the leaves up top.

Obviously, maples will "bleed" if pruned now. While the loss of sugars is not considered significant, you may want to prune maple (and butternut, birch, and hickory) trees in

mid- to late July. This is actually the second-best time to prune trees, in some ways a better time frame than dormant pruning.

Put away the saw, though, during spring leaf-out and again during fall color. Pruning in these times can lead to serious long-term health problems. For trees, mostly.

"Prune the branch, not the trunk." This statement, ridiculous on its face, is important. At the base of most branches is a swollen area called a branch collar, which produces fungicides (seriously). The branch collar is part of the trunk and should never be cut. In other words, flush cuts are bad.

In the past, pruning cuts were painted over with various compounds, but research has shown that coated wounds never fare better than uncoated ones. In fact, many times they actually decay faster and more extensively than untreated wounds. To the best of my knowledge, though, people-cuts can still be treated with band-aids. Keep some of those on hand—good pruning tools are really sharp.

## Precision Hoof Care

(Formerly Table Top Trimming)

*Mark Savage*

*Balanced feet....not just smaller feet.*

2044 Thayer Hill Road  
Boonville, NY 13309  
(315) 765-1211 cell  
(315) 942-3245 home

## Farm Drainage Systems

-GPS- Tile Installation-



Ken Gerber 315-212-4658  
Conrad Gerber 315-955-5639

**Rock Haven Acres LLC.**  
24403 CR 47  
Carthage, NY 13619



# New York State Crop Insurance Basics 2017



## Why crop insurance?



Crop insurance helps producers manage risk. In exchange for annual premiums, crop insurance plans provide payments called “indemnities” when yields or revenues fall below covered levels. On average, over the past five years, New York producers received \$2.39 in indemnities for every \$1 they paid in premiums.

## Crop Insurance Deadlines 2017

2/1: Onions

3/15: Barley (spring), Beans (dry, green - processing, green - fresh), Cabbage, Corn, Forage Seeding (spring), Grain Sorghum, Green Peas, Oats (spring), Potatoes, Soybeans, Sweet Corn (fresh-market, processing), Tomatoes (processing), Whole Farm Revenue

5/1: Nursery (field grown and container)

7/31: Forage Seeding (fall)

9/30: Barley (winter), Forage Production, Wheat (winter)

11/15: Apiculture, Pasture and Hay

11/20: Apples, Grapes, Peaches, Tart Cherries

Monthly: Dairy, Swine (Livestock Gross Margin)



**Whole Farm Revenue Protection** allows diversified growers to insure their whole operation rather than individual crops.

## Managing Drought Risk

By December 2016, New York state producers had received over \$8 million in 2016 drought-related indemnities.



(Excluding area-based products such as Pasture, Rangeland, Forage; total will likely continue to increase as additional claims are processed.)



**Ag-Analytics.org**



## Euthanasia in Dairy Cattle

By Lindsay Ferlito

Euthanasia is an unpleasant but critical topic to consider if you own dairy cattle (or any type of livestock). "Euthanasia" is derived from the Greek word meaning "good death". Even with best management practices, a great herd health plan, and collaboration with your herd veterinarian, some cattle become too injured or sick to recover, and euthanasia is the only humane option. Efficient and effective euthanasia on farm is dependent on training, timing, and technique.

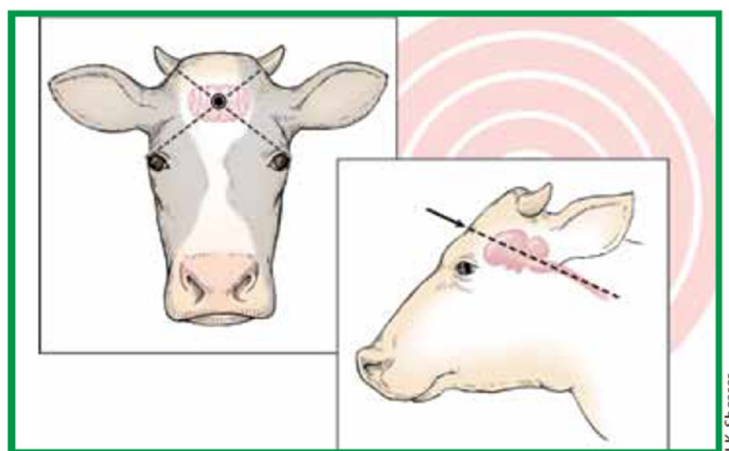
Any farm employee that will be euthanizing animals should receive thorough training on how to humanely euthanize a cow, and specifically on the method utilized by the farm. As part of the National FARM Program, completion of training needs to be permanently recorded annually by the farm for each trained individual.

In order for euthanasia to be a humane option, it needs to be done in a timely manner. In addition to training only certain individuals how to euthanize, only select employees should have the ability to decide if an animal should be euthanized. The National FARM Program requires each farm to have a written herd health plan that includes a section on non-ambulatory animals and euthanasia. Specifically, the plan should outline how these animals are cared for and when the decision is made to euthanize. It's understandable that decisions will be made on a case-by-case basis as every animal is different, but the key is to make sure non-ambulatory animals are separated from the herd (moved to a separate pen or box stall), have access to feed and water, are provided prompt medical care, and are euthanized as soon as it's clear they will not recover.


There are only 3 approved methods of euthanasia for dairy cattle of any age as outlined by the American Association of Bovine Practitioners. The most commonly used method is a gunshot to the head (see the webinar link below for more details on recommended gun calibers). Secondly, cattle can be euthanized by using a penetrating captive bolt followed by exsanguination (bleeding out). The third option is using drugs, specifically a barbiturate overdose, administered only by your herd veterinarian. All three methods require confirmation of death, which the American Veterinary Medical Association (AVMA) describes as a combination of a lack of pulse, lack of breathing, no corneal reflex, and an

inability to hear respiratory sounds and heartbeat by use of a stethoscope. After death has been confirmed, the euthanasia should be recorded, and the carcass should be properly disposed of with adherence to local regulations.

For more information, visit <http://nationaldairyfarm.com/euthanasia-guidelines>.



*Optimal point of entry for bovine euthanasia with gunshot or captive bolt described as on the intersection of two lines each drawn from the lateral canthus (outer corner) of the eye to the center of the base of the opposite horn (or where horn would be). Figure from American Association of Bovine Practitioners.*



*Taken at Deer Valley Trails*

Photo by Roger & Amy Cook Photography, Gouverneur, NY

**Cook's Wildlife Buffet**

Alfalfa, Soybeans, Corn

**Conrad & Yvonne Cook**

1105 State Highway 72  
Potsdam, NY 13676

(315) 265-6788





## Now enrolling herds – Calf health assessment and evaluation study

Dr. Kimberley Morrill, Regional Dairy Specialist with the North Country Regional Ag Team, is enrolling farms in a calf health assessment and evaluation project.

### What's involved?

- Dr. Morrill and local CCE dairy educators will conduct a full calf management, health, and housing evaluation – this takes about 2 hours and includes:
  - Calf health scoring
  - Environmental scoring
  - Bacterial swabs of feeding equipment
  - Testing calves for passive transfer
- You will be asked to complete a short survey in regards to current calf management practices.

### What do you get out of the project?

- Within 2 weeks of the initial evaluation you will receive a summary of your evaluation, along with recommendations specific to your operation and calf goals.
- Dr. Morrill and local CCE dairy educators will follow up with you throughout the next 12 months to help implement and monitor changes.

**Cost: FREE!**

**Enrollment is limited to 30 farms across Northern New York.**

**Please contact Dr. Kim Morrill to enroll at [Kmm434@cornell.edu](mailto:Kmm434@cornell.edu) or 603-568-1404.**

## CHOOSE A HEALTHIER, MORE PROFITABLE HERD

YOUR HEIFER CALVES ARE YOUR LEGACY. PREDICT HOW HEALTHY THEY WILL BE AS COWS BY PROACTIVELY TESTING THEM WITH CLARIFIDE® PLUS.

CLARIFIDE® Plus provides unique genomic predictions for mastitis, lameness, metritis, retained placenta, displaced abomasum and ketosis. And with a powerful new economic index—the Dairy Wellness Profit Index™ (DWPI™)—producers have the unprecedented ability to choose and plan for a healthier and more profitable herd.

To learn how CLARIFIDE Plus can help make your life easier by selecting heifers to help build a healthier herd, contact your Zoetis representative or visit [clarifideplus.com](http://clarifideplus.com).

**CLARIFIDE plus**

[clarifideplus.com](http://clarifideplus.com)

© 2015 Zoetis Inc. All rights reserved. All trademarks are the property of Zoetis Inc., its affiliates and/or licensors. All other trademarks are the property of their respective owners. CLR-00114



# Farm Business

## Farm Finance 101

By Kelsey O'Shea

Ever wish you paid more attention in that accounting class? Maybe you're a bit rusty on financial ratios, or looking to learn something new. Each month I will go over an accounting or finance topic as it relates to your farm business, so stay tuned. This month is on tax terms.

- **Gross Farm Income** is the total of the following amounts from your tax return. This value is used in the calculation and tests for a number of federal and state credits.
  - Gross farm income from Schedule F (Form 1040).
  - Gross farm rental income from Form 4835.
  - Gross farm income from Schedule E (Form 1040), Parts II and III.
  - Gains from the sale of livestock used for draft, breeding, sport, or dairy purposes reported on Form 4797.
- **Adjusted Gross Income** is defined as gross income minus adjustments to income. Adjustments to income reduce the amount of income that will be taxable.
- Adjustments to income could include: IRAs, alimony, bad

debt reduction, moving expenses, student loan interest, tuition and fees, and educator expenses.

- **Taxable Income** is adjusted gross income less the standardized or itemized deductions and exemptions. This is the number that your federal income tax is calculated from.
- You must evaluate your particular situation to determine whether the standard or the itemized deductions is larger and then take the designated number of exemptions. Once federal income tax is calculated, nonrefundable credits are applied and then any additional taxes (self-employment tax, AMT, household employment tax, etc.) are added back to arrive at your total tax, to which refundable credits are applied.
- **Refundable v. non-refundable credits:** Non-refundable credits will only detract from taxes owed, so you can only utilize the credit to the extent that there is tax owed. However, refundable credits will detract from tax owed and any additional amount of credit left over is returned to you as a refund.



The Right Feed. The Right Time. The Right Place.

### The Right Company

Our Dairy Specialists: Terry White, Scott Durant, and Mike Watson (ARPAS Certified)



Gold Star Dairy Services:

- Commodity Contracting
- Farm Goals 2.1
- Ration Balancing on NDS Rumen Model
- Feed Delivery on Company Owned Trucks

# Managing Risk in a Dairy Downturn

**March 22, 2017**

St. Lawrence County Cooperative Extension  
10AM-12PM

**March 23, 2017**

Clinton County Cooperative Extension  
12PM-2PM

**March 24, 2017**

Jefferson County Cooperative Extension  
10AM-12PM

Speakers: Peggy Murray, Farm Business Management Educator of CCE Lewis  
Kelsey O'Shea, Farm Business Management for NNY Regional Ag Team

**Topics covered:**

- Income over feed cost
- Effect of not getting premiums
  - Lender Relationships
- Update on milk prices, bad cost cutting
  - What bills to pay
- Keep or Sell your heifers
- Labor and OSHA update

**Cost: \$15**



**Cornell University**  
**Cooperative Extension**  
North Country Regional Ag Team

***Call Tatum Langworthy to register at***  
***315.788.8450***

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.

---

# Livestock

---

## Dairy Beef Quality Assurance

By Ron Kuck



Through **Dairy Beef Quality Assurance** (DBQA) producers recognize that every time they cull an animal from the dairy herd, they make the same commitment to food safety and quality that they make when they market their milk.

At this training you will also learn how to promote quality and add value to your cull animals in three key areas of DBQA:

- Manage dairy cattle in a way that minimizes quality defects.
- Monitor the health and condition of dairy cattle.
- Market dairy cattle in a timely manner.

As a dairy producer, you may not realize that 20% of the overall beef production and 30% of the ground beef production in the United States comes from dairy cull cows and bulls. Because of this fact it is vital that at least one individual on the dairy farm be DBQA certified. This certification will help you identify and avoid violative residue and carcass defects resulting in greater consumer confidence in the overall beef industry.

When better quality cows leave the farm and ranch the market place, producers, packers, and consumers all benefit. DBQA helps the quality-conscious dairy producer meet the expectations of the quality-conscious consumer while also increasing dairy profitability.

---

### Get Certified! Dairy Beef Quality Assurance Workshop

The workshop will cover requirements listed below. To be certified, producers must:

1. Attend a BQA classroom training and satisfactorily pass a written test.
2. Attend a chute-side training.
3. Sign a BQA Contract.

**Classroom Training:** Thursday March 16, 2017, 12:00pm – 3:00pm @ Farm Credit East, 25417 NY Route 12, Watertown, NY

Provide the overview of the BQA certification process and cover the critical topics. Time is available for participants to complete the BQA test.

**Chute side Training:** Saturday March 25, 2017, 9:30am – 12:30pm @ Butternut Farms, 11279 County Route 75, Adams, NY

Review animal handling, needle size, location and mode of application (IM, SQ, IV, Pour-on, implant) and care of pharmaceuticals, and what records to keep.

BQA trainer: Dr. Mike Baker, Beef Extension Specialist, Cornell Cooperative Extension

Cost: \$10 DBQA Manual per farm and \$5 lunch/person (classroom session only).

Space is limited so please register early with Ron Kuck, Dairy/Livestock Educator, CCE Jefferson County & Northern NY Regional Ag Team, office: 315-788-8450, cell: 315-704-8810, email: [rak76@cornell.edu](mailto:rak76@cornell.edu)

**Brought to you by Cornell Cooperative Extension with support from the Beef Checkoff.**



# 2017 Cow Comfort Conference

**"Working with What You Have and Looking Towards the Future"**

## March 20-21, 2017

**Keynote speaker - Gordie Jones**

Holiday Inn  
441 Electronics Parkway  
Liverpool, New York 13088

***\*Reserve your room today, for \$129.00  
per night\****

**REGISTER ONLINE TODAY!**

[https://reg.cce.cornell.edu/cowcomfortconference2017\\_10512](https://reg.cce.cornell.edu/cowcomfortconference2017_10512)

### Topics Include:

- Understanding the importance of cow comfort
- Facility design
- Understanding when to retrofit and when to rebuild
- The economics of cow comfort
- Using on-farm automation to improve cow comfort
- National FARM Program updates
- Producer panel discussing on-farm automation, cow comfort, changes made to improve cow comfort, retrofitting barns, and the National FARM program.



**Cornell University  
Cooperative Extension**  
North Country Regional Ag Team

Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.

A red banner with the text "PRO-DAIRY" in white, slanted upwards to the right.

Cornell University  
Cooperative Extension

**Location:**

**Farm Credit East  
Burrville, NY**

**Cost: \$35 for pre-  
registration and \$40 at  
the door. Cost includes  
lunch.**

**To register or for more  
information contact:**

**Tatum Langworthy  
NNY Regional Ag Team  
315.778.8450 or  
t1m92@cornell.edu**

**Farm Service Agency  
Borrower Credit  
approved.**



Cornell University

# Don't Be Lame!

## *Winter Dairy Management*

*March 10th, 2017*

*10am to 3pm*

The Winter Dairy Management 2017 program will focus on keeping cows on their feet and free from lameness. The program will address preventing hoof problems and how to identify lameness issues as quickly as possible.

- ♦ Identifying Lameness ASAP - Strategies and Protocols for Consistently Identifying Lameness.
- ♦ Economic Impact of Lameness – How Lameness Impacts Your Bottom Line.
- ♦ Facilities Impact on Lameness.
- ♦ Managing Facilities for Lameness Prevention.
- ♦ Humane Culling Decisions and Transportation.

**Presenters:**

- ♦ Vic Daniels - Vic's Custom Clips Quality Hoof Care, Ontario, Canada.
- ♦ Chip Hendrickson, Technical Expert - AgroChem Hoof Care.
- ♦ Lindsay Ferlito, NNY Regional Dairy Specialist - Cornell Cooperative Extension.
- ♦ Dr. Rob Lynch, DVM, Dairy Herd Health and Management Specialist Cornell University - PRO-DAIRY.
- ♦ Curt Gooch, Sr. Extension Associate - Cornell PRO-DAIRY, Department of Biological and Environmental Engineering.

Cornell Cooperative Extension provides equal program and employment opportunities. Accommodations for persons with disabilities may be requested by contacting the site registrar ten days prior to event.

**PRODAIRY.CALS.CORNELL.EDU**



# 2017 North Country Grazing Schools are back!

An educational program to improve grazing practices for all pasture-based livestock farms including dairy, both conventional and organic. From the North Country Regional Ag Team, a collaboration of Cornell and the Extension Associations of the North Country



Guest speaker: Dr. Sid Bosworth, Extension Professor,  
Weed Ecology and Pasture Management, U. of Vermont.

- Pasture Weed Management after a Drought
- Teaching your Herding Dogs (*Burrville only*)
- Developing your water system supply and delivery (*Brushton and Essex only*)
- Considering cover crops, winter cereal grains, and late season planted oats?
- Adding yield and quality to your pasture based system

**March 3 – Farm Credit East, Route 12, Watertown (Burrville), 10am-3pm**

**March 4 – Scottie's Diner, Route 11, Brushton, 10am-3pm**

**March 9 – CCE Essex County, 3 Sisco Street, Westport, 6pm-10pm**

Cost: \$30.00 per person, \$15.00 for additional person from the same farm (lunch/dinner included).

Register at least 2 days before program date with  
Tatum Langworthy [tlm92@cornell.edu](mailto:tlm92@cornell.edu)  
315-788-8450, or your local Extension office.

Ron Kuck (Jefferson/Lewis): 315-788-8450  
Email: [rak76@cornell.edu](mailto:rak76@cornell.edu)

Betsy Hodge (St. Lawrence): 315-379-9192  
Email: [bmf9@cornell.edu](mailto:bmf9@cornell.edu)

Diane Dumont (Franklin): 518-483-7403  
Email: [drd9@cornell.edu](mailto:drd9@cornell.edu)

Linda Gilliland (Essex): 518-962-4810  
Email: [llg46@cornell.edu](mailto:llg46@cornell.edu)

## NORTHERN NEW YORK FARMER'S MARKETING CO-OP RT. 26, LOWVILLE, NY

NNY IS THE ONLY NEW YORK STATE  
LIVESTOCK MARKET OWNED AND OPERATED  
BY LOCAL FARMERS.

AUCTION EVERY MONDAY AND THURSDAY AT  
2:00 P.M. CALVES FOLLOWED BY DAIRY, MISC.  
THEN BEEF. DAIRY CONSIGNMENT AUCTION  
SECOND WEDNESDAY OF EACH MONTH.  
COMPLETE FARM DISPERSAL SERVICE  
AVAILABLE ON YOUR FARM OR AT OUR  
AUCTION FACILITY.

IF YOU HAVE ANY QUESTIONS OR NEED TO  
ARRANGE TRUCKING TO NNY, THEN CONTACT  
THE MARKET.

PRESIDENT: DARRYL ROGGIE  
VICE  
PRESIDENT: DAN O'BRIEN  
TREASURER: PAUL WAITE  
SECRETARY: MIKE SULLIVAN

MARKET  
MANAGER  
& AUCTIONEER  
TED SIMMONS  
376-7441



# What Can I expect from a Freezer Lamb?

By Betsy Hodge



We recently held a lamb cutting and cooking workshop at the CCE Kitchen in Canton. Ray Butler expertly demonstrated the different cuts while patiently answering our questions. The information we collected by weighing "parts" along the way is shared in this article along

with weights I collected from my last freezer lamb. Many thanks to Ray Butler (he's a meat cutter and beef producer with a few sheep) and Joe Briggs (from Little Joe's Butcher Shop in Crary Mills) for their help and enthusiasm. MacKenzie Waro, our regional meat processing and marketing specialist, also assisted in making the day a success, taking notes, pictures, and weighing parts.

Below is an example of a hair lamb I had butchered for my own use from my hair flock. The numbers you are seeing here are from me weighing the cuts in my garage as I put them into my freezer. I was just using a kitchen scale so I wouldn't get too excited about the accuracy, but it gives you an idea of what to expect. I had the legs made into steaks instead of roasts because I find them easier to use on my schedule. This does not include any organs or the tongue, and I suspect the neck meat is in the grind.

95 lb lamb (6 and a half months old):

Ground =	9.7
Rib and Loin Chops =	6.6
Shoulder Chops =	4.1
Leg Steaks =	9.6
Shanks =	2.4
Total =	32.4 lbs or 34% of live unshrunk weight

For our lamb cutting and cooking class, we started with a 134 pound ram lamb. The lamb was 8 months old, had quite a fleece on him, and was not shrunk. As a matter of fact, he got a last meal in the morning before he was slaughtered. When comparing carcass weights be careful that you are comparing apples to apples because sometimes the hanging weight includes the head and some organs. When we sold whole lambs to restaurants in New York City they regularly dressed 50%, but they had the heads on and various organs still inside. That was the way they wanted them for their

market. Most of us do not get the head on or many of the organs so that affects the dressing percentage.

Below is how the lamb we cut up in the class came out. We weighed the primals and then the cuts. It doesn't all add up because we showed some different cuts. At the end I tried to add up what you would have gotten back from the butcher. Again, remember we were just using a kitchen scale so weights are close, but could be influenced by our skills at balancing a large primal on a little scale.

134 pounds live – unshrunk and with wool on  
(3 lbs of fleece and 11 lbs of gut fill at least)  
Equivalent to a 120 pound lamb that has been to market.  
Head off.

59 lbs HCW (Hot Carcass Weight) = 44% of live  
57 lbs CCW (Cold Carcass Weight) = 42% of live

## Primals

Foreshank and Breast	3.8
Shoulder	7.9
Rack/Loin	6.1
Leg	9.3
Total	27.1
27.1 lbs (half lamb) x 2 halves = 54.2 lbs (whole lamb) or 40.4 % of live weight	

Then we divided the primals up into various cuts listed below. There was some trimming going on so don't expect everything to add up perfectly. I also put some comments and other cuts below each section.

## Forequarter: 12.7 lbs

Neck = 1.25  
Belly = 2.2  
Shoulder = 7.9  
Foreshank = 1.4  
The belly could be trimmed up for ground or stew or little sections of riblets.  
Then Ray made a nice boneless shoulder roast which weighed 2.2 pounds.  
Ray also showed us how to make little steaks called chuck eyes (0.5 lbs)

## Rack/Loin: 6.1 lbs

Loin = 2.9  
Rack (ribs) = 3.0

Loin Chops added up to 2.3 lbs when we cut up the loin. We also frenched the ribs and that weighed 1.6 lbs when done.

**Hindquarter: 9.3 lbs**

Retail Ready Leg = 8.1 lbs

Hind Shank = 1.2 lbs

Ray also boned out the leg so we could compare it to bone in and it weighed 4.75 lbs

Trim: = 3.3 lbs (fat, gristle)

Stew Meat = 0.6 lbs

Scrap = 7.55 lbs (could be ground)

Total = ~28 lbs retail cuts if you do basic cuts from half a lamb (ground, stew, neck, fore shank, boneless shoulder roast, loin and rib chops, retail ready leg, and hind shank). The scrap and stew and trim came from doing the frenched ribs, boneless shoulder, finer trimming, trimming the belly, etc... It is not uncommon for customers to have the neck meat removed and put into ground as well.

28 pounds (half a lamb so multiply by 2 to get 56 lbs) is about 42% of live weight (unshrunk weight).

Notes: If the lamb was shrunk before butchering he would probably have weighed 120 pounds and his retail percentage would be a little higher. Keep in mind that these weights include bone-in cuts except for the boneless shoulder roast. If you have your lamb cuts boned out the yield will be fewer pounds, but about the same amount of meat. So if you are pricing your cuts to sell at the farmers



market you should charge more per pound for boneless cuts. The weights of the cuts can vary because of different butchering and packaging styles as well.



**\*99%** of recent survey respondents would recommend our tax service...  
**...it must be LOVE!**



A recent survey asked Farm Credit East tax clients to rate their satisfaction with our tax service. The results were so positive, we can't help but share them: • 98% reported their expectations were met or exceeded • 92% of the participants valued our tax preparation service • **And 99% said they would recommend Farm Credit East tax service to a friend!**

Call today to find out how Farm Credit East can help you with tax planning and preparation. Talk to an expert like Lindsay Eckman. She just *loves* guiding her clients through the entire tax process.



**FARM CREDIT EAST**

Burville, NY 800.626.3276 • Potsdam, NY 800.295.8431  
[FarmCreditEast.com/TaxPrep](http://FarmCreditEast.com/TaxPrep)

*What do you love? Send us your selfie at [FarmCreditEast.com/WeAreYou](http://FarmCreditEast.com/WeAreYou).*

\* Based on a six month survey of Farm Credit East 2016 tax preparation clients. For complete survey results, visit [FarmCreditEast.com/taxsurvey](http://FarmCreditEast.com/taxsurvey).

## Cured Meats Workshop

March 14-15, 2017 | Cornell University



Cornell University  
Dairy Foods Extension

The Cured Meats Workshop is tailored to small-scale meat processors and restaurant owners interested in creating a value-added meat product for their customers.

The course consists of lecture sessions that will cover basic charcuterie, meat fabrication, casings, grinding, as well as an overview of HACCP, scheduled processes, and testing. Participants will also learn through on-hands sessions the basics of cured meats production in coppa, pancetta, speck and others.

The course is ideally suited for:

- Small-scale Meat Processors
- Restaurant Owners

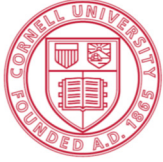
The course is instructed by industry experts and Cornell Dairy and Meat Foods Extension.

**Register online at <http://bit.ly/CUCuredMeats>**

Lodging Information: [VisitIthaca.com/Lodging](http://VisitIthaca.com/Lodging)

On-Campus Parking Information:  
<https://ipp.cornell.edu/content/short-term-parking-options>





Cornell University  
Cooperative Extension  
Northern New York Regional Ag Team

# Farm Transfer and Estate Planning

Wednesday, March 8, 2017

Mo's Pub & Grill, Malone  
10AM-3PM

Thursday, March 9, 2017

Ramada Inn, Watertown  
10AM-3PM

***Lunch is provided.***

This program will be an update and current information on farm transfer and estate planning. There will be various topics of planning covered including: business structure, transfer strategies, tax implications, life insurance concerns, and more. This is a great opportunity to get the basis of information needed to start or fine tune your transition plan. There will also be a list of professionals including attorneys, life insurance agents, mutual fund managers, and others provided at the meeting along with meeting proceeds.

## **Speakers:**

*Anna Richards*, Pro-Dairy - Anna is a new addition to the Pro-Dairy team and prior to that spent several years in tax consulting, specializing in succession planning for agricultural businesses.

*Steven Walker, Esq.* - Steve is a shareholder of Scolaro, Fetter, Grizanti, McGough & King, P.C. His statewide practice focuses on business, estate, tax, succession and transactional planning for closely-held and family-owned enterprises, particularly those involved in agriculture.

*Mark Modzeleski* - CFS, CLTC Mark is a Financial Services Representative at the Voss Group in Norwich, NY, where his primary role is working with small businesses with a particular interest in agriculture.

Cost: \$45 per person if you pre-register by March 6th.

Registration at the door: \$55 per person

To register online go to:

[https://reg.cce.cornell.edu/FarmTransferandEstatePlanning\\_10512](https://reg.cce.cornell.edu/FarmTransferandEstatePlanning_10512)

or contact Tatum Langworthy at 315-788-8450.



Cornell Cooperative Extension is an employer and educator recognized for valuing AA/EEO, Protected Veterans, and Individuals with Disabilities and provides equal program and employment opportunities.

# app of the MONTH

FREE



Compendium of Veterinary Products (CVP) – A complete drug guide for dairy producers. It gives information on over 5,000 products, including ingredients, use, species, route of administration, dose, withdrawal times, and other notes.

## Job Opportunity

**Field Enumerator position** open for St. Lawrence and Franklin counties. Work is intermittent part-time collecting data for USDA reports. Reliable transportation with clean registration, license, and insurance required as is occasional out-of -area travel for training. Ag background and basic computer skills beneficial. Compensation is an hourly wage and mileage reimbursement. If interested contact the field supervisor at [grjarcher@aol.com](mailto:grjarcher@aol.com) or at the below phone numbers.



USDA/NASS  
Northeastern  
Regional Office

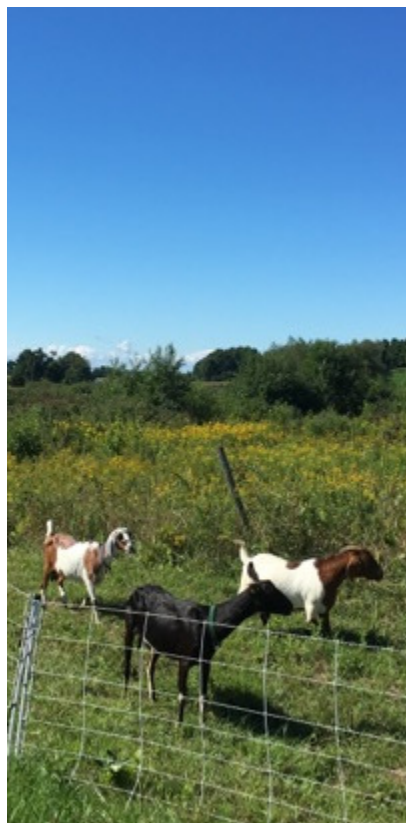


**Dale Archer**

Supervisory Enumerator

Office: (518) 457-5570  
Albany, NY 12235  
[www.nass.usda.gov/ny](http://www.nass.usda.gov/ny)

Enumerator:  
Phone: (315) 528-0955  
Watertown, NY 13601



It's great how  
farming brings  
people together.

We offer Nationwide farm and ranch insurance and would welcome the chance to discuss it with you.

**LASHOMB INSURANCE AGENCY**

Star L Bashaw

Phone: (518)483-3598

[bashaws@nationwide.com](mailto:bashaws@nationwide.com)



**Nationwide®**

Nationwide and the Nationwide N and Eagle are service marks of Nationwide Mutual Insurance Company. © 2016 Nationwide GPO-0292AO (06/16)

# Classifieds

**For farmers only:** To place a free classified advertisement in NNY Regional Ag *Classifieds*, please fill out this form and mail to: **Tatum Langworthy** at **Cornell Cooperative Extension of Jefferson County, 203 North Hamilton Street, Watertown, NY, 13601**. Or, you may email your ad to **Tatum Langworthy** at [t1m92@cornell.edu](mailto:t1m92@cornell.edu). Please provide all information requested below. Unless specified, your ad will run one time only, in the next monthly publication. Additional ads may be written on another sheet of paper. Please limit each ad to 25 words or less and include your contact information. **Deadline for submitting ads is the second Monday of the month for the following month's publication.**

NAME: \_\_\_\_\_ FARM NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_ CITY: \_\_\_\_\_ ZIP: \_\_\_\_\_

PHONE: \_\_\_\_\_ AD SECTION: \_\_\_\_\_ MONTH(S) TO RUN AD: \_\_\_\_\_

AD: \_\_\_\_\_

Cornell Cooperative Extension Associations of Jefferson and Lewis Counties reserve the right to reject any advertisement deemed unsuitable for our publication.  
Cornell Cooperative Extension Associations of Jefferson and Lewis Counties do not endorse any advertised product or business. We are providing an informational service only.

## Livestock

**FOR SALE:** Piglets \$30.00 for 30 pounds. Muscovy ducks \$10.00 each. Contact Enose Miller.

## Crops

**FOR SALE:** Horse oats-recleaned aged whole white oats. 40lb bag, \$6.00. Call 315-654-2405.

**FOR SALE:** Forage oat-spring white, recleaned. 95% germination. 38lb. Test wt., & 7.50/bu. Call 315-654-2405.

**FOR SALE:** Hay 600-800 square bales. Call 315-386-3826.

**FOR SALE:** 1st, 2nd, 3rd Dry Wrapped Round Bales, VG Quality, Delivery Available. Call 315-346-1741.

**FOR SALE:** Barley straw for sale. 150-200 small square bales. Call Arnold Chapin, 315-854-4513.

## Farm Machinery, Equipment, and Supplies

**FOR SALE:** Complete DeLaval milking system, vac pump 2 motors, 200' pipeline + vac line vats, hot water heater tank and washer, 6 units, pre-cooler. Call 315-642-3381.

**FOR SALE:** Ideal brand gutter cleaner. Complete unit, CCW chain, already removed from barn. Call 315-348-8184.

## Wanted to Buy

Triple or Double High Round Corn Crib. Call 315-767-3084.

Looking for building materials. Such as siding, kitchen cabinets and insulation. Call 315-771-3397.

**FOR SALE:** Organic eggs, \$.79 per dozen. Call 315-771-3397.

## How to Advertise in NNY Regional Ag Classifieds

**Farmers:** Advertising in *NNY Regional Ag Classifieds* is **FREE** for farmers. To place an advertisement, email details to Tatum Langworthy at [t1m92@cornell.edu](mailto:t1m92@cornell.edu) by the second Monday of the month before you want your ad to appear. Publication is the first week of every month.

**Fine Print:** To qualify for free advertising, you must meet all of the following criteria:

- You must own, rent, or be employed on a farm.
- Your farm must be actively engaged in the production of agricultural commodities, such as milk, meat, eggs, produce, animal by-products, or feed, etc.
- Your goods must relate to farming.

Anyone wishing to purchase a larger display ad in the newsletter, should call Tatum Langworthy at (315) 788-8450 for more information. (All income generated from the sale of ads goes to support publication and mailing costs.)

**NNY Regional Ag reserves the right to reject any advertisement deemed unsuitable for our publication.**

**NNY Regional Ag does not endorse any advertised product or business—we are providing an informational service only.**



**CCE North Country Regional Ag Team**  
**203 North Hamilton Street**  
**Watertown, New York 13601**

## What's Happening in the Ag Community

*2017 North Country Grazing Schools are back, see page 13 for more information.*

*National Sheep Improvement Program (NSIP) Workshop, March 11th, 10:00am– 4:30pm at Cornell Cooperative Extension of St. Lawrence County, Canton, NY.*

*Farm Transfer and Estate Planning, see page 17 for more information.*

*Dairy Beef Quality Assurance Workshop, see page 10 for more information.*

*Don't Be Lame! Winter Dairy Management, see page 12 for more information.*

*Cured Meats Workshop, Cornell University, see page 16 for more information.*

*Managing Risk in a Dairy Downturn, see page 9 for more information.*

*Beef Cutting 2.0 + Pork Cutting 2.0, SUNY Cobleskill, March 20-24, 2017.*

*Dairy Farmer Discussion Group and Lunch, March 1 (CCE St. Lawrence County), March 2 (CCE Clinton County), and March 3 (Kitchen Conference Room, Franklin County Courthouse), all days from 12-2pm, FREE*

*Shop Meetings (FREE): March 15th, Murrock Dairy, 24518 NYS Route 283, Watertown, 12:30-2pm  
March 17th, John Williams, 12:30-2pm*

*2017 Cow Comfort Conference, see page 11 for more information.*